

Message Text

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PAGE 01 SOFIA 00398 061641Z
ACTION EUR-12

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AMEMBASSY ATHENS

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ATHENS FOR AGATT

E.O. 11652: NA
TAGS: EAGR, BU
SUBJECT: TOLBUKHIN CONTRACT GOES TO SWISS/FRG GROUP

1. ACCORDING TO DR. NESTOROV, HEAD OF MEAT INSTITUTE IN SOFIA, THE GOB HAS DECIDED TO AWARD CONTRACT FOR SLAUGHTER PLANT IN TOLBUKHIN TO SWISS AND WEST GERMAN GROUP WHICH, AT \$1,350,000 WAS LOW BIDDER. ACCORDING TO NESTOROV, GLOBE SERVICES BID OF \$2,400,000 WAS WAY HIGH. THE PRESIDENT OF GLOBE HAD VISITED BULGARIA LAST DECEMBER TO DISCUSS THIS AND OTHER AGROBUSINESS PROSPECTS CONNECTED WITH THE SO-CALLED SILISTRA PROJECT. EPSTEIN ALSO PARTICIPATED IN THE BIDDING.

2. IN DISCUSSION WITH NESTOROV, WHOSE INSTITUTE WAS INVOLVED IN PROJECT DESIGN OF THE PLANT, IT IS CLEAR THAT THE GUIDING CONSIDERATION IN COMPARING BIDS WAS FINAL PRICE. ACCORDING TO GLOBE PRESIDENT, IT WAS PARTICULARLY DIFFICULT TO BID ON THIS PROJECT AS THE BULGARIANS GAVE FEW DETAILS AS TO EXACTLY WHAT THEY REQUIRED, LEAVING SUCH CONSIDERATIONS TO THE BIDDER.

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3. ACCORDING TO NESTOROV, THE PLANT WILL HANDLE 150 HEAD OF CATTLE AND 250 HOGS PER HOUR. COMPLETION IS SLATED FOR THIRD QUARTER OF 1979 WITH PRODUCTION EXPECTED BY 1980.
GARTHOFF

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Message Attributes

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